

BOYCE SCIENTIFIC
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TERMS:

All prices are per Boyce Scientific List prices per attached price list. All prices include cost of goods and installation\training.

Quotations and prices are valid for 30 days from specified date on the individual quotation.

Quotations include line item pricing UNLESS options are not available and system must be purchased with the included components as the minimum. For configurations with minimum, non optional components, a single price will be provided for those items.

Contract price after discount will be listed on the bottom of the quotation and contract number referenced.

BSI will provide written notice of any price increases and then provide a new master price list with current prices. We will notify all users with outstanding quotations of the announced price increase and will update all quotations as needed. Dates for price increases are firm and a purchase order received after the stated date of the increase must be corrected and modified to reflect current prices.

As BSI is a systems integrator\distributor and deals with numerous manufacturers, we don't have control over price increases or timing of the increases.

DELIVERY AND TERMS:

Microscope and imagines systems delivery times are 14-42 days after receipt of PO.

Confocal systems delivery times are 14-60 days after receipt of PO.

Repair parts delivery is based on the age of the component and are stated 14-42 days after receipt of PO but discontinued parts from early generation scopes could be longer.

All orders are shipped complete. End user can request for the shipment to be shipped partial in writing. If the system has some functionality incomplete, we will ship to the end user as requested. If an end user requests partial shipment, an invoice will be sent for the TOTAL purchase amount and total invoice is due per standard terms—no partial payments are accepted or available.

Terms are NET 30 days from the date of shipment.

TRAINING AND SUPPORT:

All microscope systems include on-site set up and training on use and care of system.

For system with more advanced techniques (both hardware and software) more advanced training is included and performed. A mutually agreeable time will be set for the training. All users of the system must be present for training session. Breaks will be given to accommodate schedules.

Follow up training and support is included purchase price. Many systems require multiple training sessions and this will be stated before PO is issued. Additional charges will be required if a user misses all\any portion of the established training session and BSI representative must re-train user on specific applications. Any advanced training that will be required that is over and above standard protocol will be included on the quotation.

WARRANTY:

All factory warranties are stated on the quotation. On site\In field warranty work will be provided by certified BSI repair specialist.

For repairs that require products being shipped to factory, BSI will provide end user with correct shipping address and RMA tracking number. To expedite repair, end user shall ship the product directly to the factory and product shall be returned directly to end user.

All specific covered and warranty repairs are included with stated warranty.

All non-warranty repairs will require a purchase order for repair amount (quotation will be provided) and then above shipping protocol will be required. Non warranty repairs are based on the hourly cost of repair plus cost of parts (per the stated discount)

Limited loaner equipment is available and will be provided if available. Loaner equipment may not be of same grade, quality or generation of current equipment.

PRICING:

Any stand alone microscope will be offered at a 12% discount.

Any microscope\camera system will be offered at a 12% discount

Any camera\software or integrated imaging system without microscope will be offered at an 8% discount

Any confocal\SIM systems will be offered at a 5% discount.

Any repair parts will be offered at a 5% discount

BSI reserves the right to include greater discount percentages or provide factory incentives for any system\quotation. Any additional discount will be listed specifically on quotation. Any additional discounts provided will NOT supersede the contract discount structure and are one time only. All subsequent quotations will be provided with the stated discount.